



SALES MANAGER. KAUNAS, LITHUANIA

ABOUT COMPANY:

FL Technics Engine Services is a subsidiary of FL Technics, an aircraft MRO organization for EASA/FAA/UK CAA Part 145 approved repair and on-wing support engine shop for CFM56-3, CFM56-5B and CFM56-7B types of engines.

FL Technics Engine Services team has extensive experience on the CFM56 family of engines which allows us to provide quality on time service to our customers. Our team strives to provide a bespoke service to the industry allowing for the reduction in engine operating costs.

If you are looking for opportunities and growth as a specialist in the field of aviation and are not afraid of challenges, feel free to apply and join our team!

YOUR TASKS:

- Find and secure new business opportunities in the global aircraft engine MRO market.
- Conduct regular market research and analysis to find potential business development channels.
- Lead contract talks with customers, including airlines, lessors, OEMs, and MRO partners.
- Keep and strengthen relationships with current customers.
- Manage projects, prepare offers, and stay in touch with clients to ensure timely delivery and satisfaction.
- Keep accurate records of sales activities, future deals, and forecasts using various tools.
- Collaborate with internal/external teams including engineering, operations, legal, finance and other Avia Solutions Group companies to ensure smooth deal execution.
- Participate in public events and exhibitions related to the activities of the represented department, prior to the analysis, setting goals and implementing them during the meeting with clients.

WHAT WE EXPECT FROM YOU:

- Good negotiation, presentation, and communication skills.
- Strong understanding of business with the ability to analyze market data and create effective plans.
- Ability to build and keep long-term relationships with customers.
- Good English skills, both spoken and written. Other languages are a plus.
- Analytical thinking and ability to make decisions on your own.
- Strong communication and planning skills.
- Ability to work independently and also as part of a team.
- At least 3 years of experience in sales, preferably in aviation, MRO, or engine services.
- Proven experience in reaching sales goals and managing key clients in a B2B environment.
- Familiarity with CFM56 engines family or any other turban fan type engine (as advantage).

WORKING AT FL TECHNICS ENGINE SERVICES MEANS:

- An exciting aviation work environment;
- LEAN culture and freedom to be creative;
- Personal development training;
- Employee events;
- Additional health insurance
- A competitive salary starting from **2, 980 EUR gross** – the exact amount will be discussed during the interview based on your experience and qualifications + additional benefits depending on achieved results.

Salary: from 2980 € (brutto)

FL Technics - a leading global provider of aircraft maintenance, repair, and overhaul (MRO) services, specializing in a comprehensive range of aviation solutions such as maintenance, parts and materials supply, technical trainings, wheels and brakes services, engine repair shop, engineering, design and production and aerospace logistics. With offices in Lithuania, the United Kingdom, the UAE, Canada, Germany, Italy and Thailand, FL Technics holds certifications, including EASA Part-145, Part-CAMO, Part-147, Part-21, FAA-145, UK CAA, and other NAA. Operations extend across Europe, South, Central and North Americas, the Middle East, Africa, Asia- Pacific regions.